

# THE ADVISIOR

EDITION N° 5, FEBRUARY 2022



## PRESIDENT'S LETTER

As we move forward into 2022, I am pleased to report that SIOR in Europe goes from strength to strength,

At the beginning of last year our membership stood at 93. Having successfully retained the majority of members through 2021 our membership now stands at 98 and details of several new members who have recently joined us are provided below. A further three applicants in the pipeline will have us hitting over a century!

Our key strategy and objectives for 2022 are to:-

- Retain & grow membership in Europe
- Raise SIOR Europe's market visibility and profile promoting our members as thought leaders and market expert
- Provide a programme of activities that promotes networking, business generation and is engaging for our members and in particularly is appealing to next generation members.

- Demonstrate a continuing commitment to diversity and inclusion
- Demonstrate engagement in ESG matters with particular emphasis upon the impact that climate change and sustainability have upon the utilisation of commercial real estate.

Having run a successful programme of primarily virtual events through 2021, in September 2021 we were able to finally meet in Dublin. Detailed below are a host of in-person events planned through the year with more to follow. It promises to be a busy and productive year and I look forward to us all working together.



Best regards,  
Paul Danks, FRICS, SIOR.



## MIND YOUR OWN BUSINESS

Following the success of our MYOB event in Dublin in September 2021, we are planning four events in Paris, Milan, Amsterdam and Brussels. throughout the coming year.

Continuing our theme of business development, members and privileged guests will meet for the day in Paris, France on Thursday 7th April. James Mulhall SIOR MRICS MSCSI is leading the task force, uniting us for a day of thought leadership, business generation and best practice. We are grateful to Philip Gaillard, Managing Director of HRO France, an international property developer and investment advisor, for hosting our meeting. Bill Beauclerk, SIOR FRICS, has invited us to his private member's club on the Champs-Élysées, The Travellers, for an evening cocktail reception to which we invite real estate professionals from France and beyond.



## NEW MEMBERS

We have the pleasure in announcing the following new designee and affiliate members of SIOR and welcome them into the European Chapter.



### **Maja Lavric** - Office Specialist, Slovenia.

Maja Lavrič is a co-founder and managing director, mainly responsible for investments, CRE consulting and business development.

Prior to founding Reconsult & Partners in 2020, she was CRE advisor in NAI Significa, Slovenia (part of NAI Global). Her career started in the capital markets' segment in 1998 when Maja became a licenced stockbroker. Soon after she was managing the brokerage department in one of the biggest brokerage houses in Slovenia and later joined NLB, Slovenia's largest bank, as portfolio manager. During this period Maja was responsible for the conception and launch of a new investment vehicle and often lectured on Investment Management. Maja holds a MSc in International Economics from University Ljubljana, Slovenia.



### **Peter Mahony** - Office Specialist, Denmark.

CEO and co-founder of CC Projektudvikling. Peter has a background of more than 30 years in the Scandinavian property market. Of these, more than 10 years were in the construction company Skanska working with property development in Denmark. For a further 10 years Peter was partner at Colliers international covering Denmark, Sweden, Norway and Finland, either as CEO or COO. Peter is well educated and highly experienced in the field of property valuation, development, transaction and letting.



### **Matthew Mohan** - Affiliate Member, Ireland.

Matt knows that relationships are built on trust, and he is a builder of relationships! He is a co-founder of Ireland Gateway to Europe, one of Ireland's first private-led, non-profit initiatives which showcases Ireland as a premier investment location in the EU and Eurozone to US FDI businesses. AS CEO of FKM,

Matt brings his eye for detail, engineering background and process-driven approach to FKM's interior fit out projects and to the business itself. In Matts free time he is found on the side-lines of GAA pitches or discussing the match over a coffee afterwards.



### **Raffaella Cassese - Office Specialist, Italy.**

Raffaella is Head Of Corporate Services at NAI Target RE in Milan, Raffaella's responsibilities include liaising & representing international clients who are searching or have business in the Italian market. Her job goes from the first contact with the client to deal completion, including the coordination of all actors in the transaction process, whatever the sector and service (offices, logistic, retail, valuation). Before working for Target RE, Raffaella had already worked for DTZ, as associate director for Global Corporate Services and for ATIS Real (now BNP Paribas Real Estate), where she was involved in the acquisition of the former and the consequent re-organisation in to an international group.



### **René Buck - Affiliate Member, BCI Global.**

René is founder and CEO of BCI Global, an independent supply chain and location consulting firm. Based on its entrepreneurial spirit, proven frameworks, proprietary databases and a passion for high quality advise, BCI has now teams and offices in the Netherlands, Frankfurt, London, but also in Atlanta, Bay Area and LA in the US and in Shanghai and Singapore in Asia. The company is more than 36 years in business, advised 1,000 + companies in 50 countries and works closely together with brokers. BCI is listed by Forbes Magazine as one of the best management consulting firms. René himself is member of the prestigious Site Selectors Guild.



### **Dawit Mamay - Industrial Specialist, Germany.**

Dawit can look back on almost ten years of experience in the sale and leasing of industrial & logistic properties. As a director at Knight Frank in Frankfurt, Germany, he continues to drive the institutional client segment in German-speaking countries and further expands the new business development. Dawit advises major companies and investors on the sale and acquisition of industrial & logistic properties throughout Germany and works closely with the global Knight Frank network.



### **Sonja Nitschke - Affiliate Member, Prologis Europe.**

Sonja Nitschke is senior vice president and head of customer-led solutions Europe. The customer led solutions team is responsible for managing relationships with Prologis' most valuable customers on regional and global level. The team focuses on real estate and real-estate related solutions across the Prologis portfolio. Sonja has a leadership track record of more than 20 years in the logistics and supply chain industry, in commercial and managing director leadership roles.



### **Paul Stotesbury - Office Specialist, The Netherlands.**

Paul Stotesbury is a Chartered Surveyor with almost 40 years of experience of which 27 years is in the Netherlands. Paul has spent most of his career advising real estate end users. He previously held management positions at one of the top three global real estate consultants and has also gained valuable internal experience at the Central Government Real Estate Agency. He started Redept in 2009 and has developed the company into a leading end-user advisor active in the Dutch market and beyond.



### **Masa Žlajpah Pus - Office Specialist, Slovenia.**

Masa's professional path in real estate started in the residential sector and led to wide-ranging experiences and gaining of knowledge at an asset management company. After two years of managing the real estate transactions team at NAI Significa, Masa joined Reconsult & Partners as a partner and head of sales. Most of her recent work is office leasing as landlords' agents but she has also specialised in the sale of development land. Masa obtained a Master's in law and real estate management just a year ago so is able to offer legal advice to their clients, an appreciated added-value.

# Dublin

3<sup>RD</sup> SIOR INTERNATIONAL  
EUROPEAN CONFERENCE

13<sup>TH</sup> - 15<sup>TH</sup> JULY 2022

## OPTIONAL SOCIAL EVENTS

ALL OPTIONAL EVENTS ARE OPEN TO ALL CONFERENCE  
ATTENDEES, GUESTS, AND FRIENDS.

MONDAY, 11 JULY - TUESDAY, 12 JULY



**SIORide** – A two-day bike ride from Dublin to Kilkenny and back. Those non-riders wishing to sight-see are welcome to join the support team. Ride supports the SIOR Foundation.

TUESDAY, 12 JULY

**SIORyder Cup Golf Tournament** – Full day event at the Championship East Course of the Powerscourt Golf Club. Tournament supports the SIOR Foundation.



SATURDAY, 16 JULY - THURSDAY, 21 JULY



**Optional tour:** Castles, pubs and golf – A luxurious trip around the Emerald Isle including a stay at Adare Manor Castle Hotel.

*Availability is limited.*

# A WARM WELCOME AWAITS YOU IN IRELAND NEXT SUMMER!

Learn about the opportunities that await you in markets across the globe and make those critical connections to expand your business around the world. SIOR's International European Conference combines the benefits of engaging with fellow SIORs, industry professionals, and sponsors with a robust educational program and lively social events.

- Tours of Dublin Port and Microsoft's HQ.
- The Teeling Whiskey Distillery & Guinness Storehouse.
- Powerscourt House & Gardens.
- U2 Walking Tour & Musical Pub Crawl.
- Sponsored "Meet & Greet" and dine-arounds.
- Gala evening at Christchurch Cathedral.

REGISTER NOW

[WWW.SIOREUROPE.COM/DUBLIN](http://WWW.SIOREUROPE.COM/DUBLIN)

PLATINUM SPONSOR



GOLD & GALA SPONSOR



# NEWS IN BRIEF

## SIOR IS ATTENDING...

MIPIM 2022



**Tues 15<sup>th</sup> - Fri 18<sup>th</sup> March 2022**

Join the world's leading real estate event!

Meet the most influential players of the international real estate industry in four days.

François Hollande, former French President from 2012 to 2017 will give an "inspiring keynote session."

SIOR's global leadership will be in strong attendance and members will be able to benefit from our stand P-1.J50

Discounts are available for SIOR members. Contact [events@sioreurope.com](mailto:events@sioreurope.com) for the latest information.

CREW NETWORK



**Tuesday 24<sup>th</sup> March 2022**

CREW Network in Paris: An Evening of Networking and Global Connections from France, the EU, UK and US.

Be inspired by success stories of women and men in the industry and how these leaders leverage CREW (Commercial Real Estate Women) Network to give and get business.

Guests include  
Blanka Thibaud, Amazon  
Laurence Girod, Cushman & Wakefield  
Carole Steimle, Reed Smith  
Julie Benoit, Ivanhoe Cambridge  
Contact [events@sioreurope.com](mailto:events@sioreurope.com) for more details.  
SIOR is a sponsor of CREW Network.

SHEDMASTERS 22



**Friday 25<sup>th</sup> March 2022**

ShedMasters will be offering more opportunities to network and hear first-hand about trends and issues shaping our sector.

This invitation-only gathering at one of Barcelona's premier venues will bring together leading developers, investors, occupiers, agents and facilitators focussed entirely on industrial and logistics.

If you are planning to attend, please inform [matthew@sioreurope.com](mailto:matthew@sioreurope.com)

SIOR TransACT 360



**Weds 27<sup>th</sup> - Sat 20<sup>th</sup> April 2022**

### Where Deals Get Done

Build the relationships that will enhance your prosperity. SIOR International members benefit from a reduced rate of \$420 for this four-day conference.

Did you know that as an International member of SIOR your first conference is free of charge?

Take part! We are organising European roundtables to promote our members to the US cohorts.

Find out more and register online <https://sior.com/siorconferences/transact-360/transact360>.

## UPCOMING EVENTS



**Thursday, 3<sup>rd</sup> March 2022**  
**17:00 GMT 18:00 CET**

### Workshop:

Coinciding with International Women's Day, our Diversity & Inclusion Committee are bringing you an inspirational discussion from women from various enterprises on topics of empowering women, finding your place in what can be perceived as "male industries", discussing mentoring programmes and experiences.

It promises to be a topical and lively debate! The webinar will be moderated by Andrea Carpenter, Director of Women Talk Real Estate.

Further details to follow – check your inbox and the website [www.sioreurope.com/upcoming-events](http://www.sioreurope.com/upcoming-events)

**Thursday 17<sup>th</sup> February,**  
**17:00 GMT, 18:00 CET**

(and every third Thursday of the month)

Monthly virtual networking & drinks via Zoom. Registration is not required.



**Thursday 7<sup>th</sup> April 2022**

### Mind Your Own Business!

Continuing our theme of business development for our members, join members and privileged guests in Paris, France for a day of thought leadership, business generation and best practice.

An evening cocktail reception at the prestigious "Travellers" a private members club located on the Champs Elysées will welcome guests from CREW, PAI and RICS. Details in due course but register now at [www.sioreurope.com/upcoming-events](http://www.sioreurope.com/upcoming-events)



### WIN WINE!

If you are reading this and have not entered your 2021 transaction deals before the 31<sup>st</sup> March Chapter deadline, shame on you!

It only takes a few minutes to complete the information online.

Go to [sior.com](http://sior.com) / Transactions & Data / Submit Transaction  
The winner will be announced on Thursday 21<sup>st</sup> April 2022 during the SIOR Europe Networking Apéro. You have to be virtually present to win!



## SIOR EUROPE'S EXECUTIVE COMMITTEE

The Chapter's AGM in January 2022 witnessed the election of a president, vice-president, treasurer and secretary for a two-year commitment from October 2022.

They will become the new Executive Committee of the European Chapter. Congratulations to all.

- Andrew Smith, SIOR FRICS was elected uncontested as Chapter President for the period from October 2022 to September 2024.
- Iain Finnegan SIOR FRICS was elected as Chapter Vice-President for the period from October 2022 to September 2024.
- Michael Pain SIOR MRICS was elected uncontested as Chapter Secretary for the period from October 2022 to September 2024.
- Nicolas Mottershaw SIOR FRICS was elected uncontested as Chapter Treasurer for the period from October 2022 to September 2024.

## CHAPTER LEADERSHIP

### President

Paul Danks SIOR FRICS  
DRG Group Ltd  
Tel: +44 7836 652369

### Treasurer & Vice President

Andrew M Smith MBA SIOR FRICS  
Carter Jonas  
Tel: +44 7919 326 085

### Secretary (Interim)

Michael Pain SIOR MRICS  
Carter Jonas  
Tel: +44 20 7016 0722

### Director, Administrator

**SIOR Foundation Trustee**  
Matthew Leguen de Lacroix SIOR FRICS  
SIOR Europe  
Tel: + 41 78 665 3081

## COMMITTEE CHAIRS

### Admissions Co-Chairs

Renata Osiecka SIOR MRICS  
Axi Immo  
Tel: +48 601 29 55 33

Michael Pain SIOR MRICS

Carter Jonas  
Tel: +44 20 7016 0722

### Immediate Past-President, Nominations Chair

Paul McDowell FRICS, FSCSI,  
SIOR, Dip IOD  
AC Niellson  
Tel: +353 862 555 866

### Marketing & PR Chair

Represented by the Executive  
Committee

### Business Development

James Mulhall SIOR MSCSI  
MRICS

Murphy Mulhall  
Tel: +353 1 531 1040

### Sponsorship Co-Chairs

Andrew M Smith  
MBA SIOR FRICS  
Carter Jonas  
Tel: +44 7919 326 085

Iain Finnegan  
SIOR FSCSI FRICS  
Finnegan Menton  
Tel: + 353 86 257 8384

### Retention Chair

Christophe Wuyts SIOR MRICS  
Ceusters  
Tel: +32 478 65 77 83

### Young Professionals

Vacant Chair

### Diversity & Inclusion

Renata Osiecka SIOR MRICS  
Axi Immo  
Tel: +48 601 29 55 33